

FISITA warned of long-term shortages of engineers

Professor tells of teaching cutbacks

By Ann Hope
Special Correspondent

MELBOURNE, Australia. — An eminent professor of engineering has appealed to the auto industry to wake up, while also hitting out at what he called the "cretinism" sweeping England and Australia in particular but also the U.S.

Professor Sam Luxton, of Adelaide University, declared in his speech at the end of the four-day 19th Congress of FISITA (Federation Interna-

tionale Des Societes D'Ingenieurs Des Techniques De L'Automobile):

"I cannot suppress my anger that the school of automotive engineering at Cranfield (England) which has contributed so much to the automotive world, has become one of the victims of the unbridled cretinism sweeping England and Australia."

"I am not joking when I appeal to industry to help us convince our political masters that

their policies are shortsighted in the extreme, for my own department is close to extinction."

Luxton, professor of mechanical engineering at Adelaide University, made his outburst before an audience of more than 700 delegates from 21 countries.

Paraphrasing a statement made earlier at the international forum by Prof. Takeishi Sato, of Keio University, Yokohama, Japan, Luxton went on: "One cannot run before one can walk. It is one role of university research to take the first faltering steps so that industry can learn to run."

• Luxton blamed "anti-intellectualism" now sweeping the UK, Australia and, to a lesser extent, the U.S. Cutbacks in teaching staffs will mean fewer mechanical and auto engineers in the long term, he said.

Talking of the changes at Cranfield, Guy Tidbury, director of the Impact Centre formed at the end of July, said support from the auto industry had been "sadly lacking."

The theme of the congress was energy and mobility.

Keynote addresses were given by David Simon, managing director of BP Oil International, UK; Umberto Agnelli, president, Committee of the Common Market Automobile Constructors and vice chairman of Fiat; Sir David Griffin, on behalf of Hans L. Merkle, chairman of Robert Bosch, and Gerald B. Mitchell, chairman of Dana Corp.

Luxton said vehicle design had been given two huge "shots in the arm" in the past dozen years:

1. The challenge of controlling emissions.
2. The double challenge of reducing fuel consumption while meeting ever-tighter emissions legislation.

These challenges produced a dramatic increase in the degree of sophistication in the science and the technology as well as the management methods and structures in industry, Luxton said.

While the probable future trends of science and technology can be broadly predicted with reasonable confidence, the same could not be said of management structures, he said, adding that these will depend on the state of financial institutions in different parts of the world.

• "We may find that big is not necessarily beautiful when referring to corporations, as several in Europe have recently found, and that there will emerge international trading cooperatives . . . controlled and regulated by interdependence rather than corporate domination," he said.

Referring to the "Jacobson Dictum"—a lighthearted suggestion by Marcus Jacobson, chief engineer of the British Automobile Assn., that "If you want to save fuel, stay at home"—Luxton added that it was perhaps a little extreme. People will travel by private cars, he predicted.

Uniroyal Tire promotes Schell

TROY, Mich.—Fred H. Schell has been appointed general sales manager, replacement sales for Uniroyal Tire Co.

Schell joined Uniroyal in 1966 and most recently was director, private brands.

IMPORT SALES BY MODEL

	October, 1982	October, 1981	10 mos., 1982	10 mos., 1981
Alfa Romeo	208	211	1,752	1,862
Audi	3,435	3,529	38,086	42,173
4000	892	1,124	11,218	16,356
4000d	189	—	2,517	—
5000	1,312	1,318	13,793	14,174
5000d	18	494	1,275	5,368
5000 Turbo	284	428	3,469	4,543
5000 TD	342	—	2,229	—
Coupe	372	165	3,398	1,732
Quattro	26	—	187	—
BMW	3,781	2,624	41,814	35,119
320	2,794	2,033	29,425	27,201
528	669	424	8,344	5,125
633	83	49	1,172	896
733	235	118	2,873	1,897
Chrysler/Mitsubishi	4,679	7,281	89,685	94,271
Colt	1,572	2,846	33,716	36,209
Sapporo	800	862	10,840	11,621
Challenger	712	802	12,357	10,797
Champ	1,595	2,771	32,772	35,644
DeLorean	251	720	2,830	1,715
Fiat	570	2,083	13,136	29,770
Strada	114	463	4,272	6,326
Brava	47	420	2,358	6,913
X-1/9	93	358	2,198	5,904
Spider	316	842	4,308	10,608
Honda	28,650	23,234	308,161	321,613
Civic	10,108	11,601	111,151	133,288
Accord	14,630	8,819	148,687	149,417
Prelude	3,912	2,814	33,693	38,908
Isuzu	1,631	1,759	12,405	15,170
Jaguar	866	394	7,746	3,673
Lancia	214	79	975	977
Mazda	13,673	12,758	135,153	143,815
GLC	4,777	4,455	44,741	54,645
626	4,944	4,568	49,153	52,306
RX-7	3,952	3,735	41,259	36,865
Mercedes-Benz	5,541	5,131	53,120	51,714
2400	751	968	11,262	11,998
3000	1,833	645	13,323	11,117
3000CD	119	142	1,423	1,006
300TD	197	252	2,370	2,728
300SD	1,526	1,943	13,648	13,541
280E	—	86	28	1,146
280CE	—	17	1	567
380SEL	264	275	2,799	1,919
380SL	712	785	6,788	6,276
380SEC	136	—	1,454	1,284
Miscellaneous	3	18	24	100
Mitsubishi	1,175	—	1,175	—
Starion	361	—	361	—
Cordia	433	—	433	—
Tredia	381	—	381	—
Nissan	33,754	30,609	389,105	398,719
Sentra/210	13,748	15,781	157,891	138,200
310	2,313	4,834	41,094	70,729
Pulsar	175	—	175	—
Stanza/510	5,026	2,633	49,722	37,804
Maxima	4,497	3,180	42,850	28,624
200SX	3,239	5,201	43,101	67,375
280ZX	3,945	4,370	49,502	52,949
Hawaii	324	181	3,886	2,937
Miscellaneous	—	27	—	102
Peugeot	1,191	1,769	12,041	14,630
504	106	253	1,365	1,928
505	970	257	4,021	1,955
505D	—	240	660	2,195
505TD	—	924	5,105	7,973
604	91	79	648	407
Tourist	24	16	241	172
Porsche	1,237	752	10,976	9,006
924	6	198	1,673	2,800
924 Turbo	5	145	632	1,685
944	795	—	3,362	—
911SC	331	257	3,649	3,188
928	100	152	1,660	1,585
930 Turbo	—	—	—	18
Renault	3,116	2,618	32,112	25,947
Le Car	2,189	1,983	16,537	16,507
18i	204	635	9,233	9,440
Fuego	723	—	8,342	—
Saab	1,444	1,211	15,136	11,911
99	—	5	—	257
900	333	133	3,693	1,786
900S	263	456	3,327	890
Turbo	824	511	7,861	5,766
Tourist	24	6	254	104
Subaru	13,770	11,688	125,229	130,387
Toyota	40,532	38,835	441,387	496,622
Starlet	1,540	1,806	16,849	29,481
Corolla	14,501	14,372	149,360	216,175
Tercel	9,233	10,318	108,673	103,757
Celica	8,474	6,344	97,948	86,096
Supra	3,063	1,484	28,477	11,774
Corona	11	1,355	3,097	20,122
Cressida	3,083	2,538	30,483	24,905
Land Cruiser	280	197	2,496	1,590
Hawaii/Others	347	421	3,924	4,720
Volkswagen	4,370	5,237	54,712	72,606
Rabbit Convertible	594	736	7,399	10,852
Jetta	1,174	2,252	16,730	24,219
Vanagon	831	697	10,646	9,429
Quantum	816	42	8,902	1,768
Dasher	16	485	604	11,214
Scirocco	939	1,025	10,431	15,124
Volvo	4,290	4,028	64,262	56,978
DL	2,119	2,121	35,489	35,186
GL	778	1,006	9,944	8,904
GLT	—	263	197	3,645
GLT Turbo	685	335	8,852	2,705
GLE	190	280	2,391	3,702
DL Diesel	30	12	516	1,433
GL Diesel	457	18	6,058	20
Coupe	2	53	78	1,063
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With addition of 10 outlets

Mitsubishi nears dealership goal

FOUNTAIN VALLEY, Calif. — Mitsubishi Motor Sales of America (MMSA) has appointed 10 more dealers, bringing the new company's dealer count to 65 in 22 markets.

About five more dealers will be named to reach the company's goal. The company began selling cars under its own name in the 1983 model year.

Three of the new dealers are in California, two in the Pacific Northwest, two in the Midwest, two in the East and one in Texas.

In Southern California, franchises have been awarded to William G. Trefel, in the San Diego suburb of El Cajon, and to David L. Ho Jr., in the Los Angeles suburb of Glendale. Trefel is part owner and general manager of his father's dealership, Toyota of El Cajon. Ho is president of Pacific BMW in Glendale.

Near San Francisco, MMSA has appointed Benjamin Kopf Jr. dealer for Redwood City. Kopf also is president of Town Ford Sales, Redwood City, and his new store will be called Town Mitsubishi.

Robert D. Lanphere and George R. (Randy) Francis were named to run the Beaverton (Ore.) Mitsubishi point. Lanphere started Beaverton Honda 12 years ago and Beaverton Saab five years ago. He added a Beaverton Chrysler-Plymouth store in 1980. Francis acquired Damerow Ford in 1955.

MMSA also named Dana R.

Martin and Donald R. Doyle in Bellevue, Wash. Martin owns Martin Cadillac in Los Angeles. Doyle, who had worked for General Motors for 14 years, is Martin Cadillac's vice president and general manager.

Two dealers named in the Midwest are Hess Kline, in the Minneapolis area, and Elvin Silverman, in Independence, Mo.

Kline, who will operate White Bear Mitsubishi, has been in the auto business since 1946 when he became chairman of Kline

Oldsmobile in Roseville, Minn.

He is also chairman of Royal Oldsmobile, in St. Paul, and Royal Datsun, Kline Volvo-Fiat-Lancia and Metro Mazda-BMW, all in the Minneapolis area. Silverman has owned Independence Volkswagen since 1971.

In the East, Ernest Boch was named to a Boston-area point and Francis I. McGowen and John P. Lane to a franchise in Ardmore, Pa.

Boch's new store will be in Norwood, Mass. He owns Boch

Toyota, Boch Oldsmobile and Subaru of New England (distributor for Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont).

McGowen and Lane are co-owners of McGowen Ford, in Ardmore, where Lane is president and general manager. In addition, McGowen is general manager of Westtown Lincoln-Mercury, in West Chester, Pa.

In Texas, S. Finley Ewing Jr. and Ralph J. Gaden Jr. were named to a Dallas point. Ewing is president and principal owner of Ewing Buick Co., North Dallas, and majority owner of Autohaus, Inc., a North Dallas Mercedes-Benz and Volvo dealership. Gaden is general manager of Ewing Buick and part-owner and general manager of Autohaus, Inc.

9-month truck registrations increase 6.6 pct. over 1981

Continued from Page 14

The Group 5 total was off 18 percent, from 1,446 units in 1981 to 1,185 this year. There were 32,222 Group 6 tallies, down 20.4 percent from the year-earlier 40,465.

Through September, heavy-truck registrations totaled 97,829 units, a decline of 18.7 percent from last year's 120,276.

In Group 7, there were 43,118 tallies this year, down 15.1 percent from last year's 50,816. The Group 8 count hit 54,711 units, a drop of 21.2 percent below the year-earlier 69,460 vehicles.

• Light-truck registrations in September were down for the third consecutive month, and dropped slightly below the count for the same month a year ago.

During the month, there were 167,515 light-truck tallies, a de-

cline of 5 percent from the year-earlier September's 176,340 units and 5.3 percent below the 176,872 vehicles registered in August.

In July, there were 182,326 light-truck registrations, while the June total hit 210,736 units.

A turnaround in light-truck tallies is anticipated in the final quarter of the year as a result of a number of new entries in the market and the resumption of incentives after spotty offerings during the summer months.

Going into the final three months, Chevrolet had a lead of almost 15,000 units over Ford, 554,094 versus 539,431, and the race for leadership is likely to continue close down to the wire.

Chevrolet was No. 1 in the 1982 model-year retail-sales race with 758,387 units, compared with Ford's 754,541.

Through September, only three nameplates — Chevrolet, Dodge and GMC — improved their share of total registrations over the previous year.

Two transmissions for Classes 6, 7 trucks introduced

Continued from Page 14

sive shift pattern minimizes driver confusion and makes shifting more natural.

A shorter side throw helps cut down driver fatigue, he continued, and the replacement of the "short" fourth with the Clark "soft" fourth results in easier, progressive shifting with two-speed axles.

"Finally, Clark's state-of-the-art testing procedures include laboratory, in-truck, intra-city, mountain, and desert road tests, as well as tests under actual use conditions in selected fleets," Clark said. "Quality-control procedures applied on a regular basis include verification of shot-peen intensity and coverage," he added, "and a lab technique to measure the compressive residual stress, plus X-ray diffraction, dynamometer evaluation, engineering audits, and vehicle testing, for one of the most stringent QC procedures in the industry today."

Autocar unveils tandem model

Continued from Page 14

discs, with 12 24.16 tires. Also included is Ross HFB 70 steering with Vickers Power Ram, and special design tandem-tandem dual fenders.

Although a 38,000-pound capacity rear axle is standard for the DC64F, Oliphant said, the 8x4 configuration is more commonly used with rear-axle capacities of 58,000, 65,000 or 70,000 pounds, all available for Autocar trucks.

HD registrations for nine months down 18.7 percent

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greater than the 1982 total.

September registrations were down 27.8 percent from a year ago, 9,721 units versus 13,455. The count was the lowest since February's 9,371 vehicles. In September, 1980, heavy-truck tallies totaled 15,838 units, 63 percent higher than the 1982 total for the month.

Ford was No. 1 in registrations of big trucks through September with 23,220 units, almost 8 percent higher than second-place International's 21,540 and good for 23.73 percent of the nine-month industry total.

Ford's penetration was up 2.49 percentage points over last year, when it was No. 2 with 25,545 tallies accounting for 21.24 percent of the total.

International, first a year ago with 30,811 registrations, suffered a loss of 3.60 points in market share this year. International accounted for 22.02 percent of the total this year, compared with 25.62 percent in 1981.

International, however, was No. 1 in Group 8 tallies with 12,597 through September, 30.3 percent higher than second-place Mack's 9,666 units.

Ford had the highest Group 7 total with 16,134 units, which was 54.3 percent greater than No. 2 GMC's 10,613 units.

Miller appointed

PHOENIX.—Daniel R. Miller has been named government relations counsel for the Arizona Automobile Dealers Assn. For the last two years, he has served in a similar position with the Truck Trailer Manufacturers Assn. in Washington.

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Model breakdown Auction Averages

	November To Date	October	September
1982	\$7,715	\$7,962	\$8,253
1981	6,220	6,457	6,564
1980	4,960	5,115	5,204
1979	4,562	4,511	4,907
1978	3,404	3,493	3,822
1977	2,852	2,812	3,010
1976	2,081	2,091	1,976
1975	1,226	1,355	1,271
OVERALL AVERAGE	\$4,560	\$4,513	\$4,807

Ford Motor dealers doubled profits in early '82—Lataif

DALLAS. — Ford Motor Co. dealers doubled their profits in the first six months of 1982 compared with the same period last year, according to Ford Division General Manager Louis Lataif.

He also said his company's dealers "may be able to double their profits again in calendar 1983."

Lataif said he was aware some Ford dealers were having difficulty. But the difficulty was primarily due to dealers' bad business management, he said.

Lataif was in Dallas to launch his company's 1983 cars and trucks which, he said, will make 1983 "a major turning point in the company's 80-year history."

"Ford dealerships are substantially stronger and more profitable this year (calendar 1982) than last year, which was better than 1980," Lataif said. "I believe this is due to their better management of cost and revenue."

"In fact, if anything comes out of the ill winds of the economy, it will be that dealers will be better businessmen. We all will be better businessmen."

Lataif said Ford would like to see fewer rebates during the

1983 model year "because we'd like to see cars sell on their own merits."

Used car sales Auction Averages

November to date	\$4,580
Month ago	\$4,484
Year ago	\$4,371

used-car auction directory

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Canadian impact on UAW growing

Continued from Page 8

how far off are we when we make it?"

White also criticized Chrysler for submitting the U. S. contract, which was rejected overwhelmingly by the U. S. workers, to the Canadians. He said the company had not even taken the time to put the contract into the Canadian framework. That, he said, was an insult, not only to the UAW, but to the company's Canadian labor relations team.

"Fisher (William Fisher, Chrysler Canada's chief negotiator) has to have a working relationship with the bargaining team here," White said, "and to have him come in and read that document which doesn't even fit the Canadian mosaic was unbecoming."

According to White, the U. S. contract was not even feasible in Canada. The contract called

for a one-year agreement on economic issues and two years on non-economic issues, with renegotiation on economics scheduled at the end of the first year.

White said that is not possible in Canada because it would be considered a reopener, which is not legal in Canada. He said Canadian law prohibits workers from striking during the length of a contract. Consequently, he said, the union would have had no clout when the economic issues would have been negotiated in 1983.

According to a Chrysler insider, the union is interpreting the law to benefit its argument. He said the company believes the law would allow negotiations on economics in 1983.

Moving back down the road to parity with workers in Ford and GM is also a major demand in Canada, but White said

he is not certain it can be obtained in one contract.

He said the bargaining team would bring back "the best possible settlement" to the membership and hopefully "that gets us back within striking distance of parity, but I don't have any magic number to tell us when we take it back or when we don't."

The Canadian UAW also wants increases in pensions and a resumption of quarterly COLA payments.

According to White, the union is asking Chrysler to base the COLA formula strictly on the Canadian Consumer Price Index. It is currently based on a combined U. S. and Canadian CPI, weighted toward the rate in the U. S. The Canadians say this limits their COLA payments and does not keep up with Canadian inflation, currently running at 10.4 percent.

In addition, White said the UAW will try to change the current supplemental unemployment benefit program (SUB). Under the old contract, workers who are laid off because of a strike are not eligible for SUB payments. That means that Chrysler workers in the U. S. who are laid off because of the Canadian strike do not collect those benefits.

According to White, neither Ford or GM has this policy, and "there is no reason to continue it at Chrysler." He said an amendment to alter that provision is on the bargaining table at Chrysler Canada.

Some observers believe that U. S. workers will not be so supportive of a strike in Canada when they are laid off en masse and aren't getting SUB. But White disagrees, noting that had the U. S. workers voted to go on strike Nov. 1, rather than wait until January to negotiate, the Canadian workers would have been in the same boat.

"History has always been like that," he said. "We never went around and said, 'Oh, woe is us; the U. S. workers are making the fight for us.' This is one of the few times since I've been in the union that we are making the fight which is going to be beneficial to the U. S. workers."

In the past, most contracts have been negotiated in the U. S. and then tailored to the Canadian needs.

DOMESTIC SALES

	Nov. 1-10, 1982	Nov. 1-10, 1981
AMERICAN MOTORS	4,500†	2,700†
Chrysler	4,453	2,128
Imperial	59	88
Plymouth	5,981	6,851
Dodge	6,298	6,242
CHRYSLER CORP.	16,791	15,309
Ford	27,718	20,632
Mercury	9,192	7,795
Lincoln	3,605	1,857
FORD MOTOR CO.	40,515	30,280
Buick	23,655	22,678
Cadillac	9,450	5,805
Chevrolet	46,635	32,040
Oldsmobile	28,837	18,632
Pontiac	15,989	11,656
GENERAL MOTRS.	124,566	90,811
VOLKSWAGEN	2,069	3,043
INDUSTRY TOTAL	188,441	142,143

† Estimate; includes Renault Alliance



25 Pontiac years

Victor H. Scholfield, right, of Scholfield Bros. Pontiac, Inc., Wichita, receives a plaque citing his 25 years as a Pontiac dealer from William W. Lane, Pontiac general sales manager.

November new-car sales enjoy best start since '78

Continued from Page 1

year-ago 2,700 (up 47.93 percent daily rate), and Volkswagen of America was off 32.01 percent, to 2,069 from 3,043 (down 37.20 percent daily rate).

GM's 66.10-percent share of the early-November domestic market was the corporation's second largest chunk of the calendar year. It was an increase of more than 2 percentage points, from 63.89 percent last year.

Ford earned 21.50 percent, up from 21.30 percent. Chrysler slipped back to 8.91 percent from 10.77 percent a year earlier (and from 13.93 percent the final October period); AMC earned 2.39 percent, up from 1.90 percent, and VW had 1.10 percent, down from 2.14 percent.

On a year-to-year basis, 11 of the 14 U. S. makes tallied sales increases in early November. Chrysler doubled its total, going to 4,453 from 2,128, and Lincoln was up 94.13 percent, to 3,605 from 1,857. AMC was up 66.37 percent, Cadillac was up 62.79 percent, Oldsmobile was up 54.77 percent and Chevrolet was up 45.55 percent.

Pontiac was up 37.17 percent, Ford was up 34.02 percent, Mercury was up 17.92 percent, Buick was up 4.31 percent and Dodge was up 0.90 percent.

On the other side of the fence, VW was down 32.01 per-

cent, Imperial was down 32.95 percent and Plymouth was down 12.70 percent.

Year-to-date sales through Nov. 10 numbered 4,938,907, down 11.16 percent from 5,559,127 in 1981. Annualized sales based on the early-November rate would be 7,030,733.

IH notes positive signs; Chapter 11 still a threat

Continued from Page 2

able market share," he stressed, although he acknowledged that "in this kind of a market, market share is largely a function of how much you want to (price) discount."

Lennox said he anticipates the truck business will hold to about the same revenue levels as achieved in the last half of 1980, while the agricultural equipment business would hold to about two-thirds of the revenue level for that period.

"We will have a much heavier proportion of our revenues from truck than from ag than was the case in the past," he said.

In the past six months, International Harvester's new management team has made concerted efforts to streamline

an overextended product line and pare back on non-essential production facilities.

Among the steps taken was the sale, long recommended by observers, of its unprofitable construction equipment business for \$100 million to Dresser Industries, Inc., the recently proposed sale of its axle and transmission facility in Fort Wayne to Dana Corp., and the announced closing in approximately a year of its aging Fort Wayne truck plant.

Lennox said the trimming is not yet done. Two more plants are under study for the future with the company. One is the Melrose Park (Ill.) plant, where crawler tractors were formerly manufactured, and which is only 50 percent utilized now in the manufacture of engines.



Smokin' with the Bandit

Burt Reynolds, who drove the Pontiac Trans Am to glory in "Smokey and the Bandit," will autograph 200 "Bandit" conversions slated to be built by Trans Am Specialties, Cherry Hill, N. J. The conversion includes fiberglass hood, lower air dam, front-wheel flares, rear wing, aluminum wheels, Goodyear Eagle tires, a 150-MPH speedometer and minor suspension changes. Cars retail for about \$19,000 through Pontiac dealers.

Bieber follows UAW ideals, but in his own quiet style

Continued from Page 3

most assured, Bieber must face the troubles of the union as its leader. The UAW is suffering from a shrinking membership and a tough economy and is still waging a fight for content legislation.

To improve the UAW's position in these areas, Bieber said he will continue to expand the union's organizing drives in white-collar ranks and its educational programs to train workers for the jobs of the future. And, as a "staunch Democrat," he will also continue to keep the union heavily involved in politics.

Many of those challenges will come to a head about 15 months after Bieber takes office. The UAW contracts with Ford and GM expire and a presidential election will take place.

"There will be no shortage of work or problems for the new president," he said.

In addition, Bieber will continue to pursue the cooperative work ethic between the company and the union, improving communication between the two parties.

But Bieber has let it be known that quality of worklife (QWL) programs do not affect the collective bargaining process adversely. He said that representing the members at the bargaining table is still the union's most important job and that the company will always remain on the opposite side of the table during negotiations.

Warren, in a recent AUTOMOTIVE NEWS interview, said he would like to help improve communications by explaining new contracts, or other situations directly to the union's GM Council. But Bieber said that scenario is highly unlikely, at least for now.

"I don't think it's Al Warren's place to explain the contract to the Council," he said. "It is a role of the union to explain the contract (to the Council), just like it's Roger Smith's (GM Chairman) role to explain the contract to the board of directors."

"I'm not planning it (Warren speaking to the Council) in 1984. But if you asked some-

one 15 years ago if Doug Fraser would be serving on the board (of Chrysler Corp.), you would have gotten a resounding NO. But it did come to pass."

Bieber said he will also pursue a union seat on the board of directors of Ford and GM and will remain active in merging other unions with the UAW.

Talks have taken place with the International Assn. of Machinists union and the United Rubber Workers. Bieber said there is no action on a merger with the URW currently, but the talks with the Machinists are continuing.

While he was not a Bieber supporter, Vice President Robert White, director of the Canadian region, said he will be able to work with Bieber.

White said that some of the GM members in Canada have said they won't support Bieber, but "I'm going to talk to them. It's like any other decision you make. If you support a candidate and your candidate loses, you have the obligation to get behind the winning candidate."

According to White, internationalism will play a big role in the future of the UAW.

"Reuther, Woodcock and Fraser might have disagreed with me on certain things, but they had an international perspective," White said. "They looked at the world as much more than just the U. S. and that has to continue."

According to Bieber, there is a need for a close cooperation between the international unions and he will move to strengthen those ties.

obituaries

Jerry DeNooyer

KALAMAZOO, Mich. — Jerry DeNooyer, 80, retired owner of DeNooyer Chevrolet here, died Oct. 25. Mr. DeNooyer entered the auto business in 1919 and, with his brother Jacob, opened an Oldsmobile dealership in Battle Creek, Mich., in 1927. They switched to Chevrolet in 1932 and bought their Kalamazoo location in 1943.

Roy Christenson

HIGHLAND, Ind. — Roy W. Christenson, 64, president of Christenson Chevrolet here, died Oct. 19. He was one of the original owners of the dealership started by his father, Warner, in 1951.

NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

NINE MONTHS, 1982 VS. 1981*

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	Sept. '82								50	50
	Sept. '81								56	56
	Year to Date '82								458	458
	Year to Date '81								865	865
BROCKWAY	Sept. '82									
	Sept. '81									
	Year to Date '82									
	Year to Date '81									
CHEVROLET	Sept. '82	28,169	20,346	1,405		28	568	514	66	51,096
	Sept. '81	29,931	20,799	665		53	704	677	119	52,948
	Year to Date '82	298,163	231,701	13,992		298	3,892	5,521	527	554,094
	Year to Date '81	267,756	205,401	8,919		620	6,544	7,186	877	496,943
(Memo Units) #	Sept. '82	15,326	6,888							22,214
	Sept. '81	10,903	7,196							18,099
	Year to Date '82	177,147	79,453							256,600
	Year to Date '81	102,577	63,407							165,984
DODGE	Sept. '82	11,455	5,016							16,471
	Sept. '81	8,149	5,056	41						13,246
	Year to Date '82	109,401	55,755	19						166,176
	Year to Date '81	71,835	52,903	378	3					125,119
(Memo Units) #	Sept. '82	6,625	3,743							10,368
	Sept. '81	4,109	3,003	1						7,113
	Year to Date '82	67,561	39,799							107,360
	Year to Date '81	42,310	30,426	25						72,761
FORD	Sept. '82	21,107	29,877			1,552	1,561	755	54,852	
	Sept. '81	24,628	40,322			1,561	2,203	895	69,609	
	Year to Date '82	185,975	320,478			9,758	16,386	6,834	539,431	
	Year to Date '81	183,426	322,083			11,609	18,968	6,577	542,663	
(Memo Units) #	Sept. '82	13,122	11,476							24,598
	Sept. '81	7,551	13,146							20,697
	Year to Date '82	104,894	121,422							226,316
	Year to Date '81	65,241	105,014							170,255
FREIGHTLINER	Sept. '82								469	469
	Sept. '81								761	761
	Year to Date '82								5,200	5,200
	Year to Date '81								6,569	6,569
GMC	Sept. '82	6,334	6,607	14		61	635	683	598	14,932
	Sept. '81	4,552	5,702	33		95	629	923	967	12,901
	Year to Date '82	63,720	71,398	739		878	3,356	10,613	6,420	157,124
	Year to Date '81	43,952	55,310	149		815	4,488	8,221	8,159	121,094
(Memo Units) #	Sept. '82	2,809	1,970							4,779
	Sept. '81	528	2,006							2,534
	Year to Date '82	31,275	21,316							52,591
	Year to Date '81	6,652	16,074							22,726
INTERNATIONAL	Sept. '82					1,824	912	1,494	4,230	
	Sept. '81		137			2,643	1,345	1,984	6,109	
	Year to Date '82					12,173	8,943	12,597	33,713	
	Year to Date '81		2,010			14,470	14,321	16,490	47,291	
(Memo Units) #	Sept. '82									
	Sept. '81									
	Year to Date '82									
	Year to Date '81									
JEEP	Sept. '82	3,327	1,952							5,279
	Sept. '81	3,131	1,599							4,730
	Year to Date '82	26,576	17,514							44,090
	Year to Date '81	27,326	15,585							42,911
(Memo Units) #	Sept. '82	3,327	1,628							4,955
	Sept. '81	3,131	1,163							4,294
	Year to Date '82	26,576	13,341							39,917
	Year to Date '81	27,326	11,315							38,641
KENWORTH	Sept. '82								534	534
	Sept. '81								810	810
	Year to Date '82								5,404	5,404
	Year to Date '81								7,897	7,897
MACK	Sept. '82					137	48	1,057	1,242	
	Sept. '81					179	29	1,504	1,712	
	Year to Date '82					1,539	458	9,666	11,663	
	Year to Date '81					1,084	218	12,995	14,297	
MERCEDES-BENZ	Sept. '82					139	96		235	
	Sept. '81								303	
	Year to Date '82					1,504	737		2,241	
	Year to Date '81								2,697	
PETERBILT	Sept. '82								437	437
	Sept. '81								535	535
	Year to Date '82								4,173	4,173
	Year to Date '81								4,655	4,655
PLYMOUTH	Sept. '82	473	253						726	
	Sept. '81	862	225						1,087	
	Year to Date '82	4,917	2,974						7,891	
	Year to Date '81	8,674	3,116						11,790	
VOLVO	Sept. '82							48	21	69
	Sept. '81							106	49	155
	Year to Date '82							338	144	482
	Year to Date '81					2	13	679	569	1,263
WESTERN STAR	Sept. '82								31	31
	Sept. '81								55	59
	Year to Date '82								477	477
	Year to Date '81								591	591
WHITE	Sept. '82								260	260
	Sept. '81								150	150
	Year to Date '82								1,750	1,750
	Year to Date '81								1,987	1,987
MISCELLANEOUS*	Sept. '82	30,537	643				13	74	31,267	
	Sept. '81	30,251	280			3	241	133	31,029	
	Year to Date '82	235,418	4,931		7	9	122	1,051	241,548	
	Year to Date '81	231,616	3,397	2	8	9	2,257	1,154	239,666	
TOTALS	Sept. '82	101,402	64,694	1,419		89	4,655	3,875	5,846	182,180
	Sept. '81	101,484	74,120	739		151	5,957	5,416	8,039	195,906
	Year to Date '82	924,170	705,752	14,750	7	1,185	32,222	43,118	54,711	1,775,915
	Year to Date '81	834,585	659,445	9,448	11	1,446	40,465	50,816	69,460	1,665,676

*No registrations for Oklahoma, 1982 and 1981.

†Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are vans, Sportvan, El Camino, Blazer, LUV and S-10; Dodge, vans, Ram Wagon, Ramcharger, Ram 50 and Rampage; Ford, Econoline vans, Club Wagon, Bronco, Courier and Ranger; GMC, vans, Jimmy, Cavalier and S-15; Jeep, CJs, Cherokee, Wagoneer and Scrambler. *Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, IVECO/Magirus, Diamond Reo, Hemmickson, etc.

—Compiled from R. L. Polk & Co. data.



Beijing headed for U.S.?

An Oregon importer is negotiating to bring in kits of the Chinese-made Beijing to the U. S. The two-door hard-top version, pictured here, is planned in several colors and two trim levels.

Importer eyes Chinese 4x4 for marketing in America

PORTLAND, Ore. — If West Coast import-export executive Paul Millius has his way, the next wave of foreign cars unloading at U. S. ports will be Chinese.

Millius, head of Portland's China Trade Associates, Inc., is working out details of a two-year effort to bring the rugged Beijing Jeep-like utility vehicle to this country.

The little rig has a minimum of frills, four-wheel drive, four-cylinder gas engine and three-speed transmission. Millius has been named exclusive U. S. importer.

"For the U. S. market, we're planning to bring the car and pickup models over in easily-assembled kit form," Millius said. "This is to keep cost below \$6,000 per unit and to meet EPA requirements on emissions."

Beijing body styles include four-door and two-door canvas-

top versions, a two-door hard-top and a two-door canvas-top pickup. Curb weight ranges from 3,234 to 3,498 pounds. All body styles come in a variety of colors.

• Standard powerplant is Beijing's 2.4-liter, 75-HP engine. The in-line four is water-cooled. Millius said a diesel option is a "strong possibility" for the U. S.

"We are setting up a nationwide dealer network, with emphasis on establishing West Coast outlets," he said. Meanwhile, the firm is negotiating with EPA to meet its requirements.

The utility vehicle is the mainstay of the Chinese army.

"Our three major priorities for the coming year are heightening U. S. dealer interest, winning EPA approval and importing about 5,000 Beijings," Millius said.

Growth of parts exports tops import rise, ITC says

WASHINGTON. — Imports of certain motor-vehicle parts increased 28 percent from 1977 to 1981, but exports of those parts more than doubled, according to the International Trade Commission.

The import total climbed from \$2.5 billion to \$3.2 billion during that five-year period, and the import market share jumped from 14.5 percent to 16.5 percent.

The major sources of U. S. imports in 1981 were Canada, Japan and West Germany.

The ITC said that exports of these products increased each year during the period studied, growing from \$3.4 billion in 1977 to \$6.9 billion in 1981. Major U. S. export markets in 1981 were Canada, Mexico and Venezuela.

The ITC said the U. S. had a trade surplus in these products during each of the five years, rising from \$827 million in 1977 to \$3.7 billion in 1981.

Shipments by U. S. producers increased from an estimated \$18.4 billion in 1977 to \$23.1 billion in 1981.

Apparent U. S. consumption of the parts included in the report increased from an estimated

\$17.6 billion in 1977 to \$19.4 billion in 1981, the ITC said.

The principal motor-vehicle parts included in the study are body stampings, wheels, radiators, exhaust systems, brakes, transmissions, and "miscellaneous" parts.

Body and mechanical parts used in the assembly of new motor vehicles accounted for the majority of the U. S. market during each year, the agency said.

The report noted that the U. S. is the second largest manufacturer of motor vehicles (Japan is first) and is the largest manufacturer of the type of parts covered in this summary.

Toreco adds Ford to dealership string

UNION, N. J.—Donald Toreco has purchased Bob Doran Ford here and renamed it Don Toreco's Fordland.

He also owns Dogeland, U.S.A., Springfield, N. J.; Towne and Country Chevrolet and Towne and Country Imports, both in Toms River, N. J., and Dom's Import Car Center, North Plainfield, N. J.

Makers schedule 103,365 for week

Overtime, returns hike auto output

By Patricia Hoffman
Staff Writer

Domestic auto production fared substantially better last week than in the previous week as three assembly facilities scheduled overtime and operations resumed at four plants following downtime due to high inventories.

Last week's production was targeted at 103,365 units, a 15.19 percent gain from the previous week's 89,736, but down 8.22 percent from 112,628 built in the comparable 1981 period.

Year-to-date, the makers have finished 4,617,103 cars, 21.10 percent behind last year's 5,851,265.

General Motors' Leeds plant was down last week for inven-

tory control. Operations are slated to resume today (Nov. 22).

Still down for inventory adjustment were GM's Van Nuys, Willow Run and Wilmington facilities, plus Chrysler Corp.'s Belvidere point. All five plants were idled Nov. 8. GM Willow Run and Chrysler Belvidere are slated to resume production today, while GM Van Nuys and Wilmington facilities are due back November 29.

The GM Bowling Green and Ford Lorain plants remained closed last week for model changeover. Bowling Green is scheduled to return Dec. 1. The Ford Lorain facility, originally scheduled to resume production

in December, will remain idle until January.

Operations resumed last week at GM's Tarrytown and Lordstown facilities. Lordstown was idled Nov. 1 due to high inventories, and Tarrytown closed Nov. 8, also for inventory control.

Also back last week from inventory adjustment were Ford's Metuchen and Wayne plants. Both were idled Nov. 8.

Saturday overtime was scheduled last week at GM's Arlington and Baltimore points, plus Ford's Wixom plant.

Production of the 1983 Ford Crown Victoria is slated to begin Nov. 29 at the company's St. Louis facility. The plant already assembles the Mercury Grand Marquis. The 1983 full-size Ford will be built at a rate of 8.6 units per hour on two shifts.

All car facilities will be idle this Thursday and Friday in observance of the Thanksgiving Day holiday. Normal five-day operations are slated to resume at most plants Nov. 29.

Return of 4 plants hikes truck production 23 pct.

The return of two General Motors and two Ford Motor plants helped boost last week's domestic truck production 23.25 percent from the previous week's total, and output rose 19.99 percent from last year's figure.

The truck makers estimated last week's output at 31,399 units, up from 25,475 the previous week and also up from 26,169 trucks built in the comparable 1981 period.

Year-to-date, there have been 1,719,384 trucks assembled, a 15.26 percent gain from last year's 1,491,764.

High inventories idled two assembly points last week. They were GM's Flint light-duty Chevrolet and GMC truck line and Ford's Kansas City light-truck line. Both points are slated to return today (Nov. 22).

Still down for inventory control last week were GM's Janesville and Pontiac (medium duty) facilities and Chrysler's Belvidere point. The GM Pontiac and Chrysler Belvidere plants are slated to resume production today, while GM's Janesville point will remain closed until Nov. 29.

Operations resumed last week

at GM's St. Louis plant and Moraine S-truck line. Both facilities were idled Nov. 8 due to high inventories.

Also back last week were Ford's Louisville and Twin Cities facilities. Both plants were closed Nov. 1 for inventory control.

All truck facilities will be idle Thursday and Friday this week in observance of the Thanksgiving Day holiday.



Thompson's silver

Milton B. Thompson, right, owner / operator of Thompson Sales Co., receives his silver anniversary award from Cadillac Midwest Regional Manager W. M. Donahoe at the dealership site in Springfield, Mo.

Cooks adds Porsche-Audi

FARMINGTON HILLS, Mich. —Bill Cook Porsche Audi has opened here. Owner Bill Cook also heads a Buick dealership in Farmington Hills.

TRUCK PRODUCTION IN U. S.†

	Week Ended Nov. 20, 1982	Week Ended Nov. 21, 1981	Week Ended Nov. 13, 1982	Nov. to Date	Jan. 1 to Nov. 21, 1981	Jan. 1 to Nov. 20, 1982
CHEVROLET	7,956	8,005	6,706	26,757	425,892	592,970
DODGE	2,100	2,100	2,126	6,628	85,209	113,647
FORD	14,551	9,912	10,413	30,582	580,141	625,318
GMC	2,657	3,650	2,101	8,818	155,794	206,283
INTERNATIONAL	1,030	1,052	1,024	2,054	63,063	41,934
VOLKSWAGEN					35,771	8,103
JEEP	2,055		2,055	5,610	81,188*	78,949
AM GENERAL	50*	50*	50*	150*	3,386*	2,180*
MISCELLANEOUS	1,000*	1,400*	1,000*	3,000*	61,320*	50,000*
Total Trucks, U. S.	31,399	26,169	25,475	83,599	1,491,764	1,719,384

CANADIAN TRUCK PRODUCTION

	Week Ended Nov. 20, 1982	Week Ended Nov. 21, 1981	Week Ended Nov. 13, 1982	Nov. to Date	Jan. 1 to Nov. 21, 1981	Jan. 1 to Nov. 20, 1982
CHRYSLER CORP.		2,007		4,191	76,129	92,404
FORD MOTOR	2,990	3,180	3,105	6,191	125,655	121,415
GENERAL MOTORS	4,100	5,561	2,349	10,545	245,656	215,345
INTERNATIONAL	260	238	261	783	10,376	9,991
Total Trucks, Canada	7,350	10,986	5,715	21,710	457,816	439,155
N. American Trucks	38,749	37,155	31,190	105,309	1,949,580	2,158,539

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

U. S. CAR PRODUCTION

	Week Ended Nov. 20, 1982	Week Ended Nov. 21, 1981	Week Ended Nov. 13, 1982	Nov. to Date	Jan. 1 to Nov. 21, 1981	Jan. 1 to Nov. 20, 1982
AMERICAN MOTORS	3,800	2,550*	4,425	12,157	109,672*	90,308
AMC Total	800*		817	2,426		47,754
Spirit						
Concord						
Eagle						
Renault Total	3,000		3,608	9,731		42,554
Alliance	3,000		3,608	9,731		42,554
CHRYSLER CORP.	10,550	10,600	10,087	35,856	697,987	534,993
Plymouth Total	3,750	3,700	3,317	12,732	343,823	214,588
Horizon		1,700		2,281	129,145	68,006
Reliant	3,700	2,000	3,270	10,261	205,091	145,359
Caravelle ('81)					2,139	
Caravelle ('83)	50		47	170		1,223
Gran Fury					7,448	
Chrysler Total	2,300	2,500	2,437	7,270	49,597	103,571
LeBaron	1,300	2,500	1,325	3,989	44,735	89,216
Chrysler					4,862	
Chrysler E-Class	1,000		1,112	3,281		14,355
Dodge Total	4,500	4,400	4,333	15,854	304,567	216,834
Omni		1,700		2,241	115,913	63,641
Aries	3,300	1,800	3,242	10,109	161,485	115,611
Diplomat					12,644	
Dodge 400	550	900	532	1,633	10,843	28,226
Dodge 600	650		559	1,871		9,356
St. Regis					3,682	
FORD MOTOR	28,562	25,270	21,048	75,651	1,237,538	990,294
Ford Division	17,667	15,321	11,863	45,517	837,866	619,196
Escort	7,117	3,809	1,251	14,447	332,503	243,055
Fairmont	3,731	3,729	3,730	13,797	168,142	114,426
Mustang	1,841	3,807	1,733	5,466	140,754	112,422
LTD/Granada	4,793	2,775	4,988	14,461	94,741	113,799
Thunderbird		1,201			59,638	29,326
Crown Victoria/Ford					40,886	
EXP	185		161	346	1,202	6,168
L-M Division	10,895	9,949	9,185	30,134	399,672	371,098
Mercury Total	8,508	8,303	6,766	22,916	339,888	283,612
Lynx	2,056	1,471	448	3,928	111,861	75,245
Capri	390	1,500	339	1,056	46,451	30,474
Zephyr	1,089	902	1,120	3,238	48,240	36,402
Marquis	1,990	2,400	1,822	5,735	44,730	51,759
Cougar		412			27,733	10,580
Grand Marquis	2,911	1,618	2,948	8,798	60,216	77,439
LNT	72		89	161	657	1,713
Lincoln Total	2,387	1,646	2,419	7,218	59,784	87,486
Continental ('82)	478	823	483	1,443	10,175	18,025
Lincoln	1,427	499	1,452	4,326	25,224	42,393
Mark VI	482	324	484	1,449	24,385	27,068
GENERAL MOTORS	58,403	74,168	50,847	173,941	3,649,833	2,926,283
Buick Division	11,939	14,403	11,995	39,369	805,774	680,854
Skyhawk	240	3,184		3,963	246,015	125,494
Skyhawk J			944	1,969		59,752
Century	2,635	1,629	1,897	5,911	95,117	102,598
Regal	4,120	4,723	4,138	12,384	243,310	188,279
Buick	3,960	3,117	4,031	12,186	158,294	165,872
Riviera	984	1,750	985	2,956	63,038	38,859
Cadillac Division	5,994	5,021	6,991	19,901	237,850	218,588
Cimarron	540	134	485	1,438	21,819	8,109
Seville	589	310	593	1,772	22,108	20,335
Eldorado	1,265	1,176	1,268	3,805	53,082	51,250
Cadillac	3,600	3,401	4,645	12,886	140,841	138,894
Chevrolet Division	20,300	27,893	11,645	48,844	1,343,333	933,565
Chevette		7,673		5,107	322,974	189,987
Cavalier	3,115	5,674	1,723	6,620	129,692	84,755
Celebrity	1,220	3,056	1,176	2,396	9,051	60,873
Camaro	2,520	1,188	2,216	9,661	90,732	198,562
Citation	2,545	3,405	1,117	3,662	282,223	147,594
Malibu	5,200	3,600	2,882	10,710	210,727	115,538
Monte Carlo	5,200	2,809	2,025	9,181	127,042	75,416
Chevrolet	500	488	506	1,507	145,091	38,326
Corvette					25,801	22,514
Oldsmobile Division	14,970	13,971	17,192	51,990	773,518	700,655
Omega				1,620	125,426	68,793
Firenza			997	2,119		40,767
Cutlass	4,800	4,757	5,328	16,225	341,602	191,927
Cutlass/Ciera	2,745	2,457	3,462	9,655	11,978	112,756
Oldsmobile	6,540	5,513	6,513	19,710	253,452	255,336
Toronado	885	1,244	892	2,661	41,060	31,076
Pontiac Division	5,200	12,880	3,024	13,837	489,358	392,621
Acadian†		343		134	17,467	9,489
2000	1,465	4,860		1,465	79,344	35,981
1000		1,174		488	83,114	32,760
Firebird	840	586	995	4,257	45,017	117,831
Phoenix	815	1,175		1,617	90,650	43,142
G. Prix/B'ville ('83)	2,080	3,180	2,029	5,876	113,279	123,076
A6000		1,562			8,396	30,342
LeMans					42,027	
Pontiac					10,064	
HONDA*	100*		75*	200*		200*
VOLKSWAGEN	1,950		3,254	5,204	154,226	72,862
CHECKER		40*			2,009*	2,163*
Total Cars, U. S.	103,365	112,628	89,736	303,009	5,851,265	4,617,103

CANADIAN CAR PRODUCTION

	Week Ended Nov. 20, 1982	Week Ended Nov. 21, 1981	Week Ended Nov. 13, 1982	Nov. to Date	Jan. 1 to Nov. 21, 1981	Jan. 1 to Nov. 20, 1982
AMERICAN MOTORS	976	1,218	2,437	6,337	31,582	28,252
CHRYSLER CORP.		1,957		6,368	57,540	144,488
FORD MOTOR	3,840	3,716	874	9,736	193,660	254,052
GENERAL MOTORS	8,580	8,553	4,076	21,121	436,073	319,370
VOLVO	225	225	225	630	9,335	9,232
Total Cars, Canada	12,645	15,427	6,393	40,292	728,190	755,394
N. American Cars	116,010	128,055	96,129	343,301	6,579,455	5,372,497
N. American Trucks	38,749	37,155	31,190	105,309	1,949,580	2,158,539
North American Cars and Trucks	154,759	165,210	127,319	448,610	8,529,035	7,531,036

†—All Acadians and Caravilles are built for sale in Canada. *—Estimated.
*—Honda figures are estimated. Actual Honda production totals will be released next Spring.

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French mini mini



Tiny four-seater from Duport

A small factory near the French Alps produces one of the smallest four-seaters in the world, the Duport Parco, shorter than the British Mini. It has a plastic body—except for the doors, which are from the Renault 14, and the tailgate, which is from the Le Car—and is powered by a 600-cc air-cooled one-cylinder Lombardini diesel.

No pickup in car market at least until spring, he says

Iacocca sees a delayed recovery

By Edward Lapham
Financial Editor

The real U. S. car market recovery has been delayed at least until the 1983 spring selling season, according to Chrysler Chairman Lee Iacocca.

"Next year looks fair," Iacocca told AUTOMOTIVE NEWS in an exclusive interview. "I'd say that if (total U. S. new car sales) goes up 10 percent to 8.5 million, we're lucky."

He said the forecast assumes the U. S. government will be prudent in its monetary and fiscal policies and that the Japanese government will be "prudent also and roll over the voluntary (car-export) restraints on a year-to-year basis, starting next year."

The recovery will gain momentum slowly. "We have to boom in the last six months of '83 to make the 8.5 million, or let's say hopefully as high as nine," he said.

Iacocca said Chrysler is "poised" with the proper products to take advantage of the upturn when it comes, with more new product, the G-24 sports car and T-115 van set for introduction next autumn as '84 models.

In order to launch the new products, the company will have capital expenditures totaling about \$1.2 billion next year, Iacocca said, compared with 1982 capital expenditures of about \$700 million to \$800 million.

"Next year, spending will exceed amortization and depreciation by about \$600 million or so that will be a sucking out of about \$600 million just for the capital program," Iacocca said. "That's why this celebrated bil-

lion dollars in cash doesn't go very far."

Spending for the T-115, which the company is careful to note is an all-new platform, not a K-car derivative, is \$700 million.

In addition to the new-model programs, the company also is beginning to do some "modernization of total plant," which has been delayed so Chrysler could bring new product on stream on time.

"The roofs are starting to leak around here," Iacocca said.

• The Chrysler chairman conceded management "may have not done well" in explaining the \$1 billion cash puddle and for what it is earmarked "to the troops out there."

He said, however, the company "will make sure we communicate it better" in the current round of contract talks.

Iacocca began the interview by saying he didn't want to discuss the Canadian strike situation, but its impact on the survival chances of the company assured that it did pop up several times.

He blamed the strike not only on the failure to explain the company's financial situation to workers but also on economic conditions in the U. S. and Canada.

He said, "I've got a strike in Canada. Why? They worked 107 percent of straight time last year for the whole year. Why? Building big vans and big New Yorkers, all gas guzzlers. Why? \$1.25 gas."

Later, he said the economic uncertainties and fluctuations in interest rates have hurt businesses and individuals, preventing a solid recovery.

Used-car market still firm in face of many problems

By Jenny L. King
Staff Writer

Take one part economic recession, add a lot of red tape from loan institutions, subtract clean late-model cars, mix in state regulations for smog control and safety and boil out all the sales between individuals.

The result is today's used-car market, a still flavorsome porridge but not without lumps.

An AUTOMOTIVE NEWS survey of the used-car market around the country resulted in a complicated recipe for success.

Whereas things are good in northeast Georgia, the Dallas area is really feeling the economic recession that has hampered other parts of the country for up to three years.

State regulations in California and residents' penchant for selling vehicles to each other without professional involvement have made it a difficult market for used-car operations.

"Exceptionally well off" were the words Jim Hardman used to describe the economy in his hometown of Gainesville, Ga. The 31-year-old president of the state's used-car dealer association was pleased to report that businesses are relocating and opening in that greater-Atlanta area and he is experiencing "good steady growth" in sales of new and used cars.

Hardman has what might be a perfect combination of vehicle services in a healthy area. He bought a Pontiac-Buick-GMC dealership a little more than a year ago and runs two used-car lots as well. He uses his service department to repair and recondition used cars.

Hardman has a used-car buyer working fulltime in Atlanta, buying for retail sale. He also has installed a toll-free 800 line in Gainesville so new-car dealers can talk directly with him about used cars they want to wholesale.

He said the local banks will make loans only on the purchase of cars five years old or newer, so he is building up a financing program of his own for customers.

In California, a recent court decision made financing on used-car purchases very difficult to obtain, adversely affecting the used-car dealer, according to Roy Wilhite, head of used-car sales at Auburn Volkswagen-Mazda, Auburn, Calif.

Wilhite recently gave up his

independent outlet to join the new-car dealership. He said private sales of used cars have reached astronomical heights in the Golden State.

"I read that 74.5 percent of all vehicles transferred are between individuals; that leaves 25.5 percent for dealers," Wilhite said. "Of this, I think more than one-half are sold by new-car dealers. The projection is that used-car sales by dealers will be down to 20 percent soon."

State regulations require smog controls and safety measures on all cars sold by licensed dealers, which can cost the used-car dealer several hundred dollars if he is handling a car that isn't properly equipped. This is a major reason people deal with each other: They can ask more than wholesale and still underbid a dealer, since they are not subject to the emissions and

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RV industry sees good '83

By Jack Walsh
Truck & RV Editor

Manufacturers and retailers of leisure vehicles, as well as their suppliers, have had a relatively good year in 1982, and they're looking for a better one in the next 12 months.

The recreation-vehicle indus-

try long has prided itself on being a leader in a recovery from a general economic slump, and experts in the field point to increased sales in 1982 as an indication that it's leading the way again.

Thomas H. Corson, chairman, Coachmen Industries, Inc., noted that the "recent declines in interest rates and improvement in certain other indicators, albeit slight, cause us to feel that prospects for 1983 look promising."

"The direction of the economy," he added, "finally seems to be pointing upward and there is every reason to believe that the beginning of the long-delayed recovery is at hand."

John F. Sillick, Chevrolet's special-vehicle sales manager, said the attitude of manufacturers and dealers "is very optimistic," based partly on the 1982 sales gains and the availability of new products in the 1983 model year.

• James T. Riley, GMC Truck general sales manager, anticipates continued strong RV demand in 1983, particularly in the travel-van segment, and he called RV applications a "significant factor in GMC's strong light-duty truck sales performance in the 1982 model year." Shipments of recreational units from manufacturers to dealers

breaking news

Warranty extended on Chrysler imports

DETROIT.—Chrysler Corp. has extended the limited warranty on the power train of its imported cars and trucks to 24 months or 24,000 miles, whichever comes first. The extended power train warranty provides no-charge repair and replacement of defective parts for major components of the drive trains of all 1983 Dodge Challenger, Plymouth Sapporo and Colt passenger cars and Ram 50 trucks.

GM, VW slate auction sales

TAYLOR, Mich.—General Motors has scheduled its second auction sale for dealers at Aptco Auto Auction on Dec. 2, with 400 vehicles to be offered. GM's first sale at Aptco, on Oct. 19, was highly successful. Volkswagen will hold its first sale at Aptco on Dec. 5, with 50 VWs offered to dealers.

Fisher named AWC president

LOS ANGELES.—William P. Fisher has been named president of American Warranty Corp., succeeding Ronald F. Glime, who resigned. Fisher is AWC's fourth president in two years. He is president of United Equitable Corp., AWC's parent company. AWC also announced a series of new service contracts for new and used cars and trucks. Beginning Dec. 1, AWC will offer dealers lower rates and new mileage programs on 268 new-vehicle models and 316 used models.

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